

## CAMARGO PHARMACEUTICAL SERVICES



"Good Science = Good Business"

### Solution Overview

#### Industry

Pharmaceuticals

Life Sciences

#### Scenario

Camargo Pharmaceutical Services had quickly outgrown its accounting system since its founding June 1, 2003, and with more than 30 FDA approvals to date they realized the need for a strong project management and accounting system to keep pace with their expanding services and client base.

#### Company Profile

GCI provides a full range of soil testing and geotechnical engineering. GCI's drill rigs and fully equipped materials testing laboratory provides professional results while controlling resources.

#### Solution

Camargo chose AccuNet and their Microsoft Dynamics Project Management and Accounting Solution.

#### Technologies

Microsoft Dynamics – Solomon

Microsoft Project

Microsoft Project Server

Business Portal

#### Benefits

- Track project timelines and budgets
- Accurate employee time to projects
- Communicate with clients and contractors
- Compliant records and accounts
- Dedicated Service Provider

Camargo Pharmaceutical Services is a fee based drug development company servicing virtual and small pharmaceutical companies. From drug inception to market launch, Camargo provides a full suite of product development, clinical program development and regulatory services for Phases I-IV. With combined experience of over 100 years in the clinical and scientific research industry, Camargo's team has realized over 30 FDA approvals for NDAs, ANDAs and 505(b)(2)s in a wide range of therapeutic areas.

Collaborating with CROs, contract manufacturers and testing labs, and industry thought leaders on behalf of their clients, Camargo is able to consolidate and streamline the drug development process, increasing the speed to market in a cost effective manner for their clients. To support clients that are filing ANDAs, Camargo offers eCTD, providing faster FDA review time.

### SITUATION

Camargo was formed June 1, 2003 with 4 employees including President Ken Phelps and Dr. Ruth Stevens. The company doubled in size and revenue by January 2004, doubled again to 16 employees in 2005 and by 2006 they project to have 30 plus employees. Their QuickBooks solution was not cut out to handle their growth nor their numerous projects and personnel.

President Ken Phelps saw value of working with AccuNet and their Microsoft Dynamics SL Project Management and Accounting Solution.

Margaret van Gilse, Director Business Development, says: "Our industry expects a well run company and efficient systems because that is how pharmaceuticals think. Microsoft Dynamics reflects that culture."

### SOLUTION

AccuNet provided Camargo with the Microsoft Dynamics Project Management and Accounting solution to help them track project timelines and budgets, maintain accurate employee time against projects, communicate with clients and contractors, and maintain precise records and accounts for FDA and compliance purposes.

"Pharma is a regulated industry, besides being accurate, we have to have the perception of being accurate—it's two fold," says Lynn Cravens, Director of Accounting. "Having a system of accountability to track projects in place enhances our client's goals."

"As we grow, we look to AccuNet for guidance to update our system in order to make us efficient to grow our company," concurs van Gilse.

*“AccuNet has supported an emerging growth company by assisting and supporting that growth with a system in place to support our goals.”*

Margaret van Gilse  
Director Business Development

We offer solutions to Life Science companies that help reduce the cost of operations and regulatory compliance while continuously improving business performance.

Microsoft project management and accounting solutions can help managers and staff structure and run projects with optimal cost-efficiency and profitability. With these innovative software tools, they can track the actual expenses of labor, materials, and other costs more easily. The solutions also allow them to be constantly aware of changes in key values so they can take needed action promptly.

**CALL 614-899-9900**

## **BENEFITS**

Camargo has realized the benefit of an integrated Project Management and Accounting system.

### **Stabilized Project Timelines and Budgets**

As Camargo expanded operations and began to take on bigger clients and more complex projects, they also progressed from a QuickBooks and Word based system to a project based system.

Microsoft Dynamics with Microsoft Project and Project Server integration has increased Camargo's visibility into project timelines and budgets in both Microsoft Project and the backoffice accounting in Microsoft Dynamics. Now they have an accurate understanding of where their Client's project is from product feasibility through Phase I, II, and III and to the end product.

### **Accurate Employee Time Against Projects**

Prior to AccuNet, Camargo had no way to get accurate cost tracking of employee times against projects and thus they had no firm grasp upon their margin or justifying their cost.

“Our biggest cost in a contract is time,” says Cravens. “We cannot treat employees work to just one project because they work as many as three projects per day. With Microsoft Dynamics and MS Project integration, we now have an accurate cost tracking against projects.”

### **Efficient Communication with Clients and Contractors**

Microsoft Dynamics has helped Camargo maintain compliant and professional communications with their clients and contractors.

“We need to keep the company as advanced as possible and retain information in an organized and retrievable format,” says Cravens. “So many of our clients and contractors mandate electronic communications. Microsoft Dynamics has made us more professional.”

### **Reliable Service Provider that Grows with Camargo**

As Camargo continues to experience success in the Life Sciences, AccuNet continues to partner and help Microsoft Dynamics grow right along with them.

“AccuNet advises us on the tools available and assists us in implementing the tools we need,” says Cravens. “AccuNet monitors our needs and doesn't try to sell but instead supports our company.”

“AccuNet has supported an emerging growth company by assisting and supporting that growth with a system in place to support our goals,” says van Gilse.